

WHAT IS CLAIMED IS:

- 1 1. A method of evaluating an application for a financial product, the  
2 method comprising:  
3 receiving application data;  
4 calculating, based at least in part on said application data, expected  
5 loss data; and  
6 calculating, based at least in part on said expected loss data, a return  
7 on investment for said application.
- 1 2. The method of claim 1, further comprising:  
2 making an application approval decision based on said return on  
3 investment.
- 1 3. The method of claim 2, wherein said making an application approval  
2 decision further comprises:  
3 comparing said return on investment with an expected return on  
4 investment.
- 1 4. The method of claim 1, wherein said application data includes at least  
2 one of a collateral identifier, credit related information, and payment  
3 information.
- 1 5. The method of claim 1, wherein said calculating expected loss data  
2 comprises:  
3 executing an account level loss forecast model;  
4 executing a termination event model; and  
5 calculating expected loss data in response to the execution of the  
6 account level loss forecast model and the execution of the termination event  
7 model.

1 6. The method of claim 5, wherein said executing an account level loss  
2 forecast model further comprises:  
3 calculating a future value for an item of collateral associated with said  
4 application.

1 7. The method of claim 1, wherein said calculating expected loss data  
2 further comprises:  
3 storing price tier data;  
4 executing a risk model to compute a credit risk;  
5 assigning said credit risk to a price tier based on said price tier data;  
6 and  
7 generating probabilities of one or more of said termination events  
8 occurring before said expiration to form one or more termination scenarios.

1 8. The method of claim 7, wherein said calculating a return on investment  
2 further comprises:  
3 forecasting the severity of loss of said termination scenarios to form  
4 one or more loss scenarios;  
5 calculating net income and annualized net investment for said loss  
6 scenarios;  
7 determining expected net income and expected annualized net  
8 investment in response to said calculating; and  
9 determining an expected return on investment based on a ratio  
10 comprising said expected net income and said expected annualized net  
11 investment.

1 9. The method of claim 7, wherein said generating probabilities further  
2 comprises:  
3 generating probabilities of said termination events occurring in relation  
4 to a plurality of said payment times.

1 10. The method of claim 8, wherein said forecasting the severity of loss  
2 further comprises:  
3 forecasting the severity of loss of said termination scenarios for at least  
4 a plurality of said payment times.

1 11. The method of claim 7, wherein said financial product requires an item  
2 of collateral and wherein said forecasting comprises:  
3 forecasting a current balance on book;  
4 forecasting a market value of said collateral; and  
5 calculating a difference between said current balance on book and said  
6 market value of said collateral.

1 12. The method of claim 11, wherein said forecasting a market value is  
2 performed using at least one of: Winter's multiplicative time series estimation;  
3 or an exponential decay between a manufacturer suggested retail price of  
4 said collateral and a residual value of said collateral at the expiration.

1 13. The method of claim 7, wherein said financial product is a lease.

1 14. The method of claim 13, wherein said termination events comprise at  
2 least one of: repossession with delinquencies, early payoff, insurance loss,  
3 and repossession without delinquencies.

1 15. The method of claim 7, wherein said financial product is a loan.

1 16. The method of claim 15, wherein said termination events comprise at  
2 least one of: repossession, non-collateralized loss and early payoff.

1 17. A computer-readable medium bearing a computer program containing  
2 instruction steps such that upon installation of said computer program in a  
3 general purpose computer, the computer is capable of performing the method  
4 of claim 1.

1 18. A method of evaluating an application for a financial product for which  
2 at least one price tier has been established, the method comprising:  
3 receiving application data;  
4 executing a risk model to compute a credit risk for said application  
5 data;  
6 assigning said credit risk to a price tier; generating probabilities of one  
7 or more termination events occurring before an expiration of said financial  
8 product to form one or more termination scenarios;  
9 forecasting the severity of loss of said termination scenarios;  
10 calculating, based at least in part on said severity of loss of said  
11 termination scenarios, a return on investment (ROI) for said application; and  
12 approving said application if said calculated ROI is within an expected  
13 ROI threshold.

1 19. An apparatus for evaluating an application for a financial product, the  
2 apparatus comprising:  
3 a processor;  
4 a communication device, coupled to said processor, receiving  
5 application data from at least a first user device; and  
6 a storage device in communication with said processor and storing  
7 instructions adapted to be executed by said processor to:  
8 calculate, based at least in part on said application data, expected loss  
9 data; and  
10 calculate, based at least in part on said expected loss data, a return on  
11 investment (ROI) for said application.

1 20. The apparatus of claim 18, said storage device further storing instructions  
2 adapted to be executed by said processor to:  
3 make an application approval decision based on said calculated ROI.

1 21. A system for evaluating an application for a financial product for which  
2 at least one price tier has been established, the system comprising:  
3 at least a first user device having  
4 a processor;  
5 a communication device, coupled to said processor, configured  
6 to send and receive data over a network; and  
7 a storage device in communication with said processor and  
8 storing instructions adapted to be executed by said processor to  
9 receive application data; and  
10 forward said application data to an at least first lender device said at  
11 least first lender device having  
12 a second processor,  
13 a second communication device, coupled to said second  
14 processor, configured to send and receive data over said network and  
15 to receive said application data; and  
16 a second storage device in communication with said second  
17 processor and storing instructions adapted to be executed by said  
18 second processor to  
19 execute a risk model to compute a credit risk for said  
20 application data;  
21 assign said credit risk to a price tier;  
22 generate probabilities of one or more termination events  
23 occurring before an expiration of said financial product to form  
24 one or more termination scenarios;  
25 forecast the severity of loss of said termination scenarios;  
26 calculate, based at least in part on said severity of loss of said  
27 termination scenarios, a return on investment (ROI) for said  
28 application; and  
29 approve said application if said calculated ROI is within an  
30 expected ROI threshold.

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1 22. A computer program product in a computer readable medium for  
2 evaluating an application for a financial product, comprising:  
3 first instructions for receiving application data;  
4 second instructions for calculating, based at least in part on said  
5 application data, expected loss data;  
6 third instructions for calculating, based at least in part on said expected  
7 loss data, a return on investment (ROI) for said application; and  
8 fourth instructions for approving said application if said calculated ROI is  
9 within an expected ROI range for said financial product.

2 23. A system for evaluating an application for a financial product, the system  
3 comprising:  
4 means for receiving application data;  
5 means for calculating, based at least in part on said application data,  
6 expected loss data; and  
7 means for calculating, based at least in part on said expected loss data, a  
8 return on investment for said application.

1 24. The system of claim 23, further comprising means for comparing said  
2 return on investment with an expected return on investment; and means for  
3 making an application approval decision based on said return on investment.